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OFFICE OF SMALL BUSINESS PROGRAMS

Inspiration + Innovation + Discovery = Future

FOR INNOVISION TECHNOLOGIES AND PARTNERS, THE STARS AREN'T THE LIMIT

BY BRENDA MATAMOROS

WOMEN'S ENTERPRISE USA

CONFERENCE ISSUE MAY/JUNE 2007

If a person were to look up the word business-woman in a dictionary, Nikki Olyai's photo would accompany the definition. Olyai's success as president of **Innovision Technologies**, an advanced sciences, engineering, and information technology firm, is a direct result of her perseverance, long hours of hard work, strategic thinking, and intelligence... she has a master's in computer science, with a focus on software engineering.

The path of success for Olyai has been full of exciting challenges and amazing business opportunities, including supporting several Fortune 500 companies, such as Ford Motor Company, Motorola, and IBM, and contributing to the continued success of high-tech driven U.S. Government agencies, such as NASA and the Department of Defense, and their prime contractors.

"**Innovision Technologies** has demonstrated through past performances that we have the ability to deliver outstanding results for our clients," Olyai said.

Over the years, Olyai and **Innovision Technologies** have garnered numerous national awards and recognitions from a variety of organizations including: The White House, U.S. Congress, U.S. Department of Commerce, U.S. Small Business Administration, State of Michigan, Women's Business Enterprise National Council, and the National Association of Women Business Owners.



Through her business ventures, Olyai has made valuable strategic connections. One of those connections has been Dr. Renaldo Jensen, a Ph.D. in aerospace engineering, a retired U.S. Air Force Colonel, and a retired director of Ford Motor Company's supplier diversity development office.

After eight years of **Innovision Technologies** supporting Ford Motor Company as a supplier, Nikki Olyai and Dr. Jensen met. Over time, Jensen recognized the innovative and quality-oriented business practices being used at **Innovision Technologies**. Later, when Jensen

retired from Ford Motor Company, he came on board with **Innovision Technologies** as its new chairman and CEO. As a team, Olyai and Jensen have taken on business opportunities that are out of this world ... literally.

With the guidance of Lt. Gen. Eugene L. Tattini, chief operating officer who assists the director of NASA's Jet Propulsion's Laboratory (JPL), **Innovision Technologies** has advanced its involvement with JPL and the Deep Space Network program in association with the California Institute of Technology.

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www.nasa.gov



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For Innovision Technologies and Partners
(continued from page 1)

Partnering with JPL, **Innovision Technologies** is now involved in space exploration programs, including the twin spacecraft Voyager 1 and 2, which flew by Jupiter and Saturn; Ulysses, the joint project between NASA and the European Space agency, which studied the Sun's poles; and the Mars Global Surveyor, which studied the Martian surface, atmosphere and interior—just to name a few.

Innovision Technologies is linked to the Deep Space Network—or DSN—which is an international network of antennas supporting interplanetary spacecraft missions and radio and radar astronomy observations for the exploration of the solar system and the universe. This unique and complex network also supports selected Earth-orbiting missions.

The DSN currently consists of three deep-space communications facilities placed approximately 120 degrees apart around the world: at Goldstone, in California's Mojave Desert; near Madrid, Spain; and near Canberra, Australia. Strategic placement permits constant observation of spacecraft as the Earth rotates, making the DSN the largest and most sensitive scientific telecommunications system in the world.

"**Innovision Technologies** has been supporting the Deep Space Network program for the last three years. That's our area of expertise," Jensen said. "Because of our engineering background, we understand these technologies and the idiosyncrasies of the consultants who support these highly defined niches. Being well-versed and experienced in this area, we can provide the expertise to solve specific technical issues for large corporations and U.S. Government agencies." **Innovision Technologies** also has a Mentor-Protégé agreement with JPL. "We have demonstrated a desire to be a part of an innovative, creative, out-of-the-box thinking Mentor-Protégé program. Our Mentor-Protégé agreement with JPL focuses on a synergistic, mutually rewarding business relationship," explained Olyai. "Our program capitalizes on best practices, and develops new innovations and enhanced processes involving Mentor Protégé ventures."

To view the entire article, please log on to www.weusa.biz.

BROCK NAMED SMALL BUSINESS ADVOCATE OF THE YEAR

On Thursday, Aug. 23, the Huntsville Association of Small Businesses in Advanced Technology presented the Small Business Advocate of the Year award to David Brock, procurement analyst and Small Business specialist at the Marshall Space Flight Center.

Brock received the award during the Small Business Awards Celebration banquet, an annual event hosted by the Huntsville/Madison County Chamber of Commerce.

For more information about the Huntsville Association of Small Businesses in Advanced Technology, visit www.hasbat.org.

TOP 10 REASONS TO LOVE SMALL BUSINESS: THE HEART OF THE AMERICAN ECONOMY

10. Small businesses make up more than 99.7% of all employers.
9. Small businesses create more than 50 percent of the nonfarm private gross domestic product (GDP).
8. Small patenting firms produce 13 to 14 times more patents per employee than large patenting firms.
7. The 22.9 million small businesses in the United States are located in virtually every neighborhood.
6. Small businesses employ about 50 percent of all private sector workers.
5. Home-based businesses account for 53 percent of all small businesses.
4. Small businesses make up 97 percent of exporters and produce 29 percent of all export value.
3. Small businesses with employees' start up at a rate of over 500,000 per year.
2. Four years after start-up, half of all small businesses with employees remain open.
1. The latest figures show that small businesses create 75 percent of the net new jobs in our economy.

For more information, visit the Small Business Administration Office of Advocacy website at www.sba.gov/advo.

OFFICE OF SMALL BUSINESS PROGRAMS



AA's CORNER

Good News:

We are making headway in improving our SBA Scorecard grade. While our current status is still a "Red," we have met eight of the nine required standards, which earns us a "Yellow" in the Progress category. The objective, of course, is to achieve a grade of "Green." I'm confident that your continued efforts in helping the Agency to meet its small business contracting goals will enable us to succeed.

And because outstanding efforts in support of our small business program deserve to be recognized, the upcoming NASA Small Business Advocates Awards (SBAA) ceremony will acknowledge contributions made by NASA personnel. Criteria for nominating candidates in each of the four award categories are listed in our August 23 letter, announcing the event. Please be sure to send in your nominations by September 30.

This issue of the OSBP newsletter includes the top 10 reasons to love small business as well as highlights from the 3rd Annual National Veterans Small Business Conference & Expo. I hope you find it informative and helpful as you continue to work on behalf of the small business community.

GLENN A. DELGADO

ASSISTANT ADMINISTRATOR
NASA OFFICE OF SMALL BUSINESS PROGRAMS

SMALL BUSINESS GRAMS

NASA AMES'S ENVIRONMENTAL SUPPORT CONTRACTOR NAMED PRIME CONTRACTOR OF THE YEAR BY SMALL BUSINESS ADMINISTRATION REGION IX



Nominated by Ames Research Center, for outstanding performance on the Environmental Support Services Contract, Integrated Science Solutions, Inc. (ISSi) was named 2007 Small Business Administration (SBA) Region IX Prime Contractor of the Year. This award honors small businesses that have provided the federal government with outstanding goods and services as prime contractors. SBA Region IX includes the states of California, Arizona, Nevada, and Hawaii, plus Guam.

Prime Contractor of the Year nominations are judged on the following criteria: overall management, technical capabilities, cost performance, resource utilization, financial strength, delivery performance, labor relations, special achievements, customer interface, and exceptional results.

ISSi with nine other Regional winners were presented awards by President George Bush and SBA Administrator Mr. Steven Preston at the Small Business Week 2007 in Washington, DC, April 23-24, 2007.

In addition, Cecelia McCloy, President and CEO of Integrated Science Solutions, Inc. (ISSi), was appointed on July 17, 2007 to a three-year term on the National Women's Business Council. ISSi, a certified woman-owned science and engineering firm, was started in 1999. Since then, the company has grown to 75 people in six locations across the United States.



3RD ANNUAL NATIONAL VETERAN SMALL BUSINESS CONFERENCE & EXPO

The NASA Office of Small Business Programs and Small Business Specialists from several NASA Centers participated in the **3rd Annual National Veteran Small Business Conference & Expo**, held in Las Vegas, Nevada on June 25–28, 2007. Co-sponsored by the Veterans Small Business Federal Interagency Council and NASA, the conference focused on providing Veteran-owned Small Businesses (VOSB) and Service-disabled Veteran-owned Small Businesses (SDVOSB) business development tools that would help them to win government contracts.

GLENN A. DELGADO, Assistant Administrator of NASA's Office of Small Business Programs, served as a panel member in **The Real Deal** session, sharing his insight on how to achieve contracting success in the federal contracting arena. He also participated in the **Town Hall** session, which provided conference attendees an opportunity to voice their opinion and engage in candid discussion on ways to improve opportunities for veterans.

ROBERT MEDINA, Small Business Specialist from Dryden Flight Research Center, participated in **Breakout: Services Part I**, which focused on challenges specific to service contracts, such as physical security, staffing, performance-based contracting, incentive awards, response to performance work statements, and board reviews.

GIL DEL VALLE, Procurement Analyst from Goddard Space Flight Center, discussed the federal government's quest for knowledge superiority through integrated Command and Control, Communications, Computers, Intelligence, Surveillance, and Reconnaissance systems in **Breakout: IT Part II**.

ANDRE STEFANOVICH, Manager of the Acquisition Division, Jet Propulsion Laboratory, participated in **Breakout: Sources Sought and Proposal Development**, which discussed effective responses to Sources Sought announcements and effective proposal development, both critical to capturing federal government business.

NASA Small Business Specialists **CHERYL HARRISON** from Johnson Space Center, **ROBERT MEDINA** from Dryden Flight Research Center, **LARRY THIRD** from Kennedy Space Center, and **LUPE VELASQUEZ** from Ames Research Center participated in **Matchmaking Sessions**, in which small businesses are "matched" to government agencies, large businesses, and major corporations that have contract opportunities for growing companies that offer specific products and services. Matchmaking Sessions can create mutually-beneficial relationships for teaming on future contracts.

MENTOR PROTÉGÉ PROGRAM UPDATE

BY DAVID B. GROVE, PROGRAM MANAGER, OFFICE OF SMALL BUSINESS PROGRAMS

OSBP has hired Triumph Enterprises, Inc to assist in reviewing the Mentor Protégé Program. Triumph is a disabled veteran owned small business that will be contacting the current Mentors and Protégés and documenting their comments and suggestions on how to improve the program. Future newsletters will contain more on the program review and any changes to the program. OSBP is interested in your views. We are on track to allow new agreements by the end of the calendar year.

IMPORTANT DATES TO REMEMBER

NEW OSBP EMPLOYEE

OSBP is pleased to welcome **SPENCER K. FOSTER**, who recently joined the team through the Department of Veteran's Affairs and Vocational Rehabilitation and Employment (VR&E) **Coming Home to Work Initiative**. Through this Initiative, which is a part of VR&E's early outreach efforts, civilian work experience is made available to VR&E eligible service-members pending medical separation from active duty at major Military Treatment Facilities. Special emphasis is placed on Operation Iraqi Freedom and Operation Enduring Freedom (OIF/OEF) service-members.

Spencer, who joined the OSBP team in July 2007, is a native of Washington, D.C., is fluent in Spanish and speaks several other languages. His areas of expertise in Acquisitions, Procurement Management, and Contract Management will be put to good use. Primarily, he will evaluate, update, and rewrite the mission, vision, and strategic plan as required by Presidential Directive 13360 and NASA's implementation plans for the directive.

In Spencer's words, "I am happy to be a part of the NASA family and feel that I will be an asset in the Small Business Programs Office, as a Program Analyst."

To contact Spencer call (202) 358-0553 or email him at spencer.k.foster@nasa.gov.

25th Anniversary of National MED Week "Celebrating the Legacy of Innovation and Competitiveness"

September 13-14, 2007 in Washington, DC

The purpose of MED Week is to foster the growth and prosperity of our Nation's minority-owned firms. The National MED Week Conference offers an unparalleled opportunity to meet with successful minority entrepreneurs and business owners as well as corporate executives, policy makers and academicians. The conference brings together more than 1,000 people each year. Website: www.medweek.gov

Business Opportunities Expo 2007

October 16, 2007 at Cruise Terminal #4, Port Canaveral, Florida

The Expo is intended to acquaint buyers and technical representatives, from the Government and prime contractors, with both large and small businesses, which may be able to provide alternate sources of supplies or services. Representatives of NASA, the 45th Space Wing, Kennedy Space Center Prime Contractors, and other agencies will be available to give out information and answer questions about doing business with their respective organizations. Approximately 150-200 exhibitors from high technology and other industries will be present. The event brings together approximately 800 people each year. Website: www.expo.ksc.nasa.gov

Goddard Space Flight Center Small Business Forum

October 18, 2007 from 9:00am to 12noon at NASA Goddard Space Flight Center, Main Auditorium in Building 8

Contact: Malores V. Hall
Phone: (301) 286-4379
Fax: (301) 286-3041

NASA Small Business Specialist (SBS) Council Meeting at DFRS November 6-8, 2007

NASA SBS Council Meeting: Location TBD January 2008

JPL High Tech Conference & NASA SBS Council Meeting

March 4-5, 2008
Radisson LAX Hotel

NASA FY-2009 Small Business Improvement Plan Meeting & NASA SBS Council Meeting: Location TBD June 2008

NASA SBS Council Meeting: KSC October 2008

THE OSBP STAFF:

THE OSBP OFFICE IS A TEAM OF NINE STAFF MEMBERS COMMITTED TO PROVIDING EXCELLENCE IN SERVICE AND INFORMATION TO THE SMALL BUSINESS COMMUNITY.

GLENN A. DELGADO, Assistant Administrator

ELEANOR N. CHIOGIOJI, Program Manager for Space Operations Centers, NASA Shared Services Center, and Langley Research Center

SONJA FARRELL, Management Analyst

SPENCER K. FOSTER, Program Analyst

DAVID B. GROVE, Program Manager for Science Centers, Dryden Flight Research Center, and Glenn Research Center

SHIRLEY PEREZ, Program Manager for Aeronautics Centers (Currently on Detail)

TRUPHELIA M. PARKER, Scheduler (Contractor)

TABI TEPFER, Program Analyst (Contractor)

TARA WILSON, Executive Assistant

TO SUBMIT AN ARTICLE:

THE OFFICE OF SMALL BUSINESS PROGRAMS (OSBP) NEWSLETTER IS THE QUARTERLY ELECTRONIC PUBLICATION OF THE NASA OSBP.

OSBP welcomes articles and opinion pieces that are directed to advocates of small businesses. These articles are printed as space is available and should be approximately 750-1,000 words in length. Articles that were printed elsewhere cannot be reprinted in the OSBP Newsletter without written permission from the original printing source.

Do you have a small business success story that could inspire small business collaboration and advocacy? If so, tell us about it. Send your 'Success Story' to smallbusiness@nasa.gov.

SUCCESS STORY SUBMISSION SCHEDULE:

DEADLINE	PUBLISHED
April 30th	June
July 31st	September
October 31st	December
January 31st	March

OSBP WEBSITE:

The new and improved NASA Office of Small Business Programs website is up and proving successful in helping individuals and companies to navigate small business policy, procedure, and best practices at NASA.

The purpose of the website, www.osbp.nasa.gov, is to share the vision of the small business program at NASA, as well as provide pertinent information on how to do business with NASA.